

Message Text

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PAGE 01 PEKING 01663 020314Z

61

ACTION EA-09

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FM USLO PEKING

TO AMEMBASSY SINGAPORE

INFO SECSTATE WASHDC 4343

AMCONSUL HONG KONG

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E.O.11652: /A

TAGS: BEXP, SN, CH

SUBJECT: LOCKHEED AIR SERVICES SINGAPORE INTEREST
IN PRC MARKET

REF: SINGAPORE 3714

1. AT PRESENT WE SEE LITTLE POSSIBILITY FOR FURTHER
SALES OF COMMERCIAL AIRCRAFT BY U.S. FIRMS TO THE PRC.
SEVERAL OF THE TEN BOEING 707'S DELIVERED IN 1973-74
STILL APPEAR UNUTILIZED AND CHINA HAS YET TO TAKE DE-
LIVERY ON ALL OF THE 35 TRIDENTS ORDERED FROM THE UK.
THIS SHOULD NOT, HOWEVER PREVENT LOCKHEED FROM MAKING
ITS CAPABILITIES IN THE COMMERCIAL AIRCRAFT FIELD KNOWN
TO THE CHINESE.

2. SALES POSSIBILITIES FOR AIRCRAFT CONTROL SYSTEMS
AND NAVIGATION EQUIPMENT APPEAR MUCH BETTER. CHINA
IS IN THE PROCESS OF RAPIDLY EXPANDING ITS DOMESTIC AND
INTERNATIONAL AIR SERVICES AND EQUIPMENT PRESENTLY IN
USE AT AIRPORTS THROUGHOUT THE PRC WILL HAVE TO BE
UP-GRADED. WE BELIEVE THAT LOCKHEED SHOULD CONSIDER
PLACING PRIMARY EMPHASIS ON THESE TWO AREAS.

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PAGE 02 PEKING 01663 020314Z

3. IN ITS INITIAL APPROACH TO THE PRC ON THE POSSIBLE SALE OF AEROSPACE EQUIPMENT, INCLUDING AIRCRAFT, LOCKHEED SHOULD BE ADVISED TO WRITE DIRECTLY TO THE CHINA NATIONAL MACHINERY IMPORT AND EXPORT CORPORATION, ERH LI KOU, HSI CHIAO, PEKING, CABLE: MACHIMPEX PEKING. SEPARATE CORRESPONDENCE SHOULD BE INITIATED FOR EACH TYPE OF EQUIPMENT INTRODUCED. BROCHURES AND OTHER TYPES OF TECHNICAL LITERATURE SHOULD BE SENT IN AT LEAST TWENTY COPIES EACH. FOR EQUIPMENT WHICH FORMS A COMPLETE SYSTEM OR HAS HIGH TECHNOLOGICAL CONTENT, CORRESPONDENCE SHOULD BE SENT TO THE CHINA NATIONAL TECHNICAL IMPORT CORPORATION (SAME ADDRESS) CABLE: TECHIMPORT PEKING.

4. WE WOULD ALSO ENCOURAGE LOCKHEED TO ACQUAINT THE CHINESE WITH ITS CAPABILITIES IN AIRCRAFT MAINTENANCE, BUT HERE AGAIN WE ARE NOT OPTIMISTIC ABOUT THE POSSIBILITIES FOR SUCCESS. WITH THE EXCEPTION OF A CONTRACT GIVEN TO HONG KONG'S HAECO COMPANY TO OVERHAUL ITS AGING VISCOUNT 843 AIRCRAFT, THE PRC HAS RELIED ON THE ADVICE OF MANUFACTURER REPRESENTATIVES (IMMEDIATELY AFTER PURCHASE) AND ITS OWN EFFORTS IN SERVICING ITS AIR FLEET. LOCKHEED SHOULD BE ADVISED TO WRITE TO THE DIRECTOR CIVIL AVIATION ADMINISTRATION OF CHINA (CAAC), WITH COPIES TO MACHIMPEX IF SALES OF EQUIPMENT WOULD ALSO BE INVOLVED.
THAYER

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